

2024/5 Budget - Smokecraft

Start Date: 05/27/2024

End Date: 05/25/2025

LY Start: 05/29/2023

LY End: 05/26/2024

PERIOD 7

7/3/2023

7/30/2023

PERIOD 7

7/1/2024

7/28/2024

		2023 Actual	% of Sales	2024 Budget	% of Sales
Gross Sales					
5100	Food Sales	\$ 133,631.03	86.52%	\$ 128,350.89	84.98%
5180	NA Beverage	\$ 1,596.50	1.03%	\$ 1,533.42	1.02%
	Total Food Sales	\$ 135,227.53	87.55%	\$ 129,884.31	86.00%
5210	Liquor Sales	\$ 9,621.00	6.23%	\$ 12,467.28	8.25%
5220	Wine Sales	\$ 2,170.00	1.40%	\$ 2,811.97	1.86%
5230	Bottled Beer Sales	\$ 1,262.50	0.82%	\$ 1,636.00	1.08%
5240	Draft Beer Sales	\$ 6,177.00	4.00%	\$ 8,004.41	5.30%
	Total Beverage Sales	\$ 19,230.50	12.45%	\$ 24,919.66	16.50%
	Gross F&B Sales	\$ 154,458.03	102.27%	\$ 154,803.98	102.50%
Deductions					
5110	Goodwill Comps	\$ 834.70	0.55%	\$ 1,057.20	0.70%
5120	Guest Recovery Comps	\$ 548.35	0.36%	\$ 604.11	0.40%
5131	50% Employee Discounts	\$ 587.77	0.39%	\$ 604.11	0.40%
5132	Manager Meal Discounts	\$ 494.75	0.33%	\$ 604.11	0.40%
5150	Discounts Marketing	\$ 142.80	0.09%	\$ 528.60	0.35%
5250	Goodwill Bar Comps	\$ 1,115.50	0.74%	\$ 377.57	0.25%
	Total Deductions	\$ 3,723.87	2.47%	\$ 3,775.71	2.50%
Other Income and Expense					
5300	Sundry Sales	\$ 150.76		\$ -	0.00%
5910	Service Charge Revenue - Catering	\$ 143.35		\$ -	0.00%
	Total Other Income and Expense	\$ 294.11		\$ -	0.00%
	Net Sales	\$ 151,028.27	100.00%	\$ 151,028.27	100.00%
Food Costs					
6110	Meat Cost	\$ 19,930.49	14.91%	\$ 18,482.53	14.40%
6120	Poultry Cost	\$ 2,801.27	2.10%	\$ 3,208.77	2.50%
6130	Seafood Cost	\$ 700.96	0.52%	\$ 770.11	0.60%
6140	Dairy Cost	\$ 5,271.05	3.94%	\$ 4,235.58	3.30%
6150	Produce Cost	\$ 4,467.30	3.34%	\$ 4,107.23	3.20%
6160	Bakery Cost	\$ 1,895.79	1.42%	\$ 1,796.91	1.40%
6170	Grocery Cost	\$ 9,517.20	7.12%	\$ 7,957.76	6.20%
6180	NA Beverage	\$ 472.48	0.35%	\$ 513.40	0.40%
	Total Food Cost	\$ 45,056.54	33.32%	\$ 41,072.29	32.00%

Beverage Costs					
6210	Liquor Cost	\$	1,702.56	9.40%	\$ 2,510.85 10.08%
6220	Wine Cost	\$	474.09	2.62%	\$ 699.16 2.81%
6230	Bottled Beer Cost	\$	302.36	1.67%	\$ 445.91 1.79%
6240	Draft Beer Cost	\$	900.50	4.97%	\$ 1,328.01 5.33%
Total Bev Cost		\$	3,379.51	18.66%	\$ 4,983.93 20.00%
Total F&B Costs		\$	48,436.05	32.07%	\$ 46,056.22 30.50%
Gross Profit		\$	102,592.22	67.93%	\$ 104,972.05 69.50%
Payroll Costs					
6310	Management Salaries	\$	17,961.66	11.89%	\$ 14,461.54 9.58%
6311	Direct Labor - FOH	\$	5,080.38	3.36%	\$ 5,285.99 3.50%
6312	Overtime Labor - FOH	\$	-	0.00%	\$ - 0.00%
6313	Training Labor	\$	-	0.00%	\$ 755.14 0.50%
6314	Direct Labor - BOH	\$	27,636.29	18.30%	\$ 27,940.23 18.50%
6315	Overtime Labor - BOH	\$	34.38	0.02%	\$ - 0.00%
Total Labor		\$	50,712.71	33.58%	\$ 48,442.90 32.08%
6510	Payroll Taxes	\$	5,678.50	3.76%	\$ 5,739.07 3.80%
6530	Vacation Pay	\$	1,269.36	0.84%	\$ - 0.00%
6540	Parking	\$	300.00	0.20%	\$ 200.00 0.13%
6550	Uniform Allowance	\$	-	0.00%	\$ - 0.00%
6560	Continuing Education	\$	-	0.00%	\$ - 0.00%
6570	Group Insurance	\$	368.50	0.24%	\$ 600.00 0.40%
6580	Workers Compensation	\$	416.00	0.28%	\$ 510.00 0.34%
6610	Other Benefits	\$	-	0.00%	\$ 55.00 0.04%
6615	Payroll Processing Fees	\$	314.00	0.21%	\$ 300.00 0.25%
Total Payroll Expenses		\$	8,346.36	5.53%	\$ 7,404.07 4.90%
Total Payroll Costs		\$	59,059.07	39.10%	\$ 55,846.98 36.98%
Controllable Expenses					
6500	3rd Party Delivery Expense	\$	6,066.52	4.02%	\$ 4,530.85 3.00%
6710	Operating Lease/Rentals-Kitchen/Bar	\$	535.32	0.35%	\$ 2,250.00 1.49%
6740	Security	\$	-	0.00%	\$ - 0.00%
6750	Trash Removal	\$	-	0.00%	\$ - 0.00%
6790	Other Contracted Services	\$	300.00	0.20%	\$ 300.00 0.20%
7010	Register Over/Short	\$	149.35	0.10%	\$ - 0.00%
7010	China/Glassware/Silverware	\$	1,033.09	0.68%	\$ 604.11 0.40%
7040	Cleaning Supplies	\$	316.72	0.21%	\$ 302.06 0.20%
7045	Dish Chemicals	\$	620.80	0.41%	\$ 453.08 0.30%
7050	Decorations	\$	-	0.00%	\$ - 0.00%
7060	Linens	\$	1,651.19	1.09%	\$ 1,208.23 0.80%
7080	New Menus/Printing	\$	-	0.00%	\$ - 0.00%
7090	Menu/Guest Check/POS Supplies	\$	-	0.00%	\$ 200.00 0.00%
7105	To Go Supplies	\$	3,153.85	2.09%	\$ 2,567.48 1.70%
7106	Catering Supplies	\$	179.78	0.12%	\$ 604.11 0.40%
7110	Operating Supplies F&B	\$	1,967.63	1.30%	\$ 2,114.40 1.40%

7120	Uniforms	\$ -	0.00%	\$ -	0.00%
7470	Live Entertainment	\$ -	0.00%	\$ -	0.00%
Total Controllable Expenses		\$ 15,974.25	10.58%	\$ 15,134.32	10.02%
General & Administrative					
7190	Other Contracted Services-Admin	\$ 1,864.82	1.23%	\$ 1,500.00	0.99%
7195	Accounting Services	\$ 2,500.00	1.66%	\$ 2,500.00	1.66%
7220	Bank Charges & Fees	\$ 610.00	0.40%	\$ 100.00	0.07%
7230	Licenses & Permits	\$ 547.95	0.36%	\$ 600.00	0.40%
7250	Credit Card Commissions	\$ 3,422.36	2.27%	\$ 3,398.14	2.25%
7256	Employment Ads	\$ -	0.00%	\$ 135.00	0.09%
7270	Dues & Subscriptions	\$ 62.24	0.04%	\$ 100.00	0.07%
7285	Key Man/General Liability Insurance	\$ (79.50)	-0.05%	\$ 1,275.00	0.84%
7290	Legal & Professional Services	\$ 14,160.25	9.38%	\$ -	0.00%
7320	Office Supplies & Postage	\$ 127.82	0.08%	\$ 151.03	0.10%
7350	Telephone/Internet/Cable	\$ 594.66	0.39%	\$ 650.00	0.43%
7360	Travel	\$ -	0.00%	\$ 125.00	0.08%
7370	Meals & Entertainment	\$ -	0.00%	\$ -	0.00%
Total General & Administrative		\$ 23,810.60	15.77%	\$ 10,534.16	6.97%
Advertising & Promotion					
7400	Local Charitable Donations	\$ -	0.00%	\$ -	0.00%
7430	Local Advertising & Promotion	\$ 1,800.00	1.19%	\$ -	0.00%
7435	Advertising & Marketing	\$ 407.84		\$ 500.00	0.33%
7460	Special Promotions	\$ -	0.00%	\$ -	0.00%
Total Advertising & Promotion		\$ 2,207.84	1.46%	\$ 500.00	0.33%
Repairs & Maintenance					
7500	Repairs & Maintenance	\$ 90.17	0.06%	\$ 1,510.28	1.00%
7620	R&M HVAC & Refrigeration	\$ -	0.00%	\$ -	0.00%
7630	R&M - Plumbing	\$ 601.38	0.40%	\$ -	0.00%
7640	R&M - Electric	\$ -	0.00%	\$ -	0.00%
7650	R&M - Exterior/Structure	\$ -	0.00%	\$ -	0.00%
7660	R&M - POS Systems	\$ -	0.00%	\$ -	0.00%
7695	Cleaning Service	\$ 4,375.00	2.90%	\$ 3,680.00	2.44%
7710	MC-HVAC & Refrigeration	\$ 1,771.50	1.17%	\$ 2,396.50	1.59%
7720	MC-Other Equipment	\$ 255.00	0.17%	\$ 255.00	0.17%
7750	Pest Control	\$ 85.00	0.06%	\$ 85.00	0.06%
7785	Carpet/Rug/Floor Cleaning	\$ -	0.00%	\$ -	0.00%
Total Repairs & Maintenance		\$ 7,178.05	4.75%	\$ 7,926.78	5.25%
Utilities					
7810	Electricity	\$ 2,006.46	1.33%	\$ 2,265.42	1.50%
7820	Natural Gas	\$ 674.07	0.45%	\$ 906.17	0.60%
7830	Water & Sewer	\$ 492.00	0.33%	\$ 453.08	0.30%
7840	Firewood	\$ 1,000.00	0.66%	\$ 750.00	0.50%
Total Utilities		\$ 4,172.53	2.76%	\$ 4,374.68	2.90%
Total Operating Expenses		\$ 53,343.27	35.32%	\$ 38,469.94	25.47%

Other Income (Expenses)					
5500	Door Revenue	\$	-	0.00%	\$ - 0.00%
5800	Commission Income	\$	-	0.00%	\$ - 0.00%
Total Other Income		\$	-	0.00%	\$ - 0.00%
Operating Income Before Bonus		\$	(9,810.12)	-6.50%	\$ 10,655.13 7.06%
6455	Management Bonuses	\$	-	0.00%	\$ - 0.00%
Restaurant Operating Income		\$	(9,810.12)	-6.50%	\$ 10,655.13 7.06%
Facility Expenses					
8010	Rents	\$	12,420.14	8.22%	\$ 12,420.14 8.22%
8015	Common Area Maintenance	\$	2,368.00		\$ 2,315.00 1.53%
8020	Property Insurance	\$	94.00	0.06%	\$ 132.00 0.09%
8030	Property Taxes	\$	3,794.52	2.51%	\$ 2,720.00 1.80%
Total Facility Expenses		\$	18,676.66	12.37%	\$ 17,587.14 11.64%
Restaurant EBDIT		\$	(28,486.78)	-18.86%	\$ (6,932.01) -4.59%